



**BORDER STATES**  
*Supply Chain Solutions™*



## **NEWS RELEASE**

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**For Immediate Release**

**SUMMARY: Border States Electric and CENTROSOLAR Team Up to Serve Utility, Commercial and Residential PV Solar Projects**

FARGO, North Dakota and SCOTTSDALE, Arizona – Border States Electric (BSE), one of the largest independent electrical distributors in the United States, has entered into a distribution agreement with photovoltaic (PV) component manufacturer, CENTROSOLAR America Inc., a subsidiary of CENTROSOLAR Group AG, to stock and distribute CENTROSOLAR PV panels. The two companies are working together to target utility, commercial, and residential PV solar projects, which are expected to amount up to 10 megawatts through the end of 2010.

BSE's task in this agreement is to distribute CENTROSOLAR PV panels and develop photovoltaic project business with its primary focus in Arizona, New Mexico, and Texas. BSE will provide a complete line of solar products and supply chain solutions to electrical contractors engaged in the photovoltaic market. As part of the agreement, BSE will stock CentroSolar PV panels at its Phoenix, Arizona; Albuquerque, New Mexico; and Austin, Texas branches. BSE's expertise in local markets throughout the United States and its ability to offer value-added supply chain solutions from project management to just-in-time delivery will provide a solid foundation for growth into the solar PV market.

"Solar is one of our target growth markets identified by our Business Development Team," said Ryan Seckman, Southwest Business Development Manager for Border States Electric. "Coupled with our current product offering in wind energy and our specialized projects team called Grid Solutions, it adds to our position as a leading distributor in the renewable energy market."

"Border States is a highly respected distributor throughout the geographic areas they serve," said Ron Tovella, President and CEO of CENTROSOLAR America, Inc. "They have a proven history of providing value to their customers through innovative products and cost-saving supply chain solutions. By teaming up with BSE, we'll be

able to provide leading technology solar products and enhance Border State's reputation of offering innovative solutions to their customers. It is a win for both of our companies."

"We are very excited to be working with CENTROSOLAR," said Matthew Eddleman, Vice President-Southwest Region of Border States Electric. "They are a leader in the solar market and provide a very reliable product and a highly trained and knowledgeable staff. By partnering with CENTROSOLAR, we will be able to utilize our strengths as a supply chain solution provider to grow our business in this exciting new market."

Border States Electric (BSE) provides products and services to the construction, industrial, and utility markets. Active employees own 100 percent of the company under the Employee Stock Ownership Plan (ESOP). The employee-owned company has more than 1,300 employees and 57 branch operations in 13 states and Mexico. BSE is one of the 100 largest private ESOP companies in America. Corporate headquarters are located in Fargo.

CENTROSOLAR is one of the leading publicly-traded solar companies in Europe, with revenues of EUR 332 million (\$440 million) in 2008. CENTROSOLAR has production facilities in Germany for its PV modules and components like solar glass and mounting systems. CENTROSOLAR America Inc. now has a strong offering in the U.S. market with branded PV modules and other balance-of-system components like brackets and inverters.

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